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# Message Text

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40
ACTION EB-07

INFO OCT-01 NEA-09 ISO-00 CIAE-00 INR-07 NSAE-00 FAA-00

DOTE-00 /024 W
---------- 129520
R 141715Z APR 75
FM AMEMBASSY KABUL
TO SECSTATE WASHDC 2140
INFO USDOC WASHDC

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E.O. 11652: N/A
TAGS: BEKP, BMEP, AF
SUBJ: KABUL FLIGHT INFORMATION CENTER (IC): BID OPENING

REF: KABUL 1753

1. SUMMARY. FIC BIDS WERE OPENED ON APRIL 12 AT AFGHAN AIR AUTHORITY (AAA). FOUR FIRMS (WORLD-WIDE WILCOX, FISHBACH-MOORE, MARCONI AND PHILLIPS) SUBMITTED BIDS. PHILLIPS IS LOW BIDDER WITH WILCOX CLOSE SECOND, BUT FINAL AWARD OF CONTRACT TO BE MADE AFTER MONTH-LONG TECHNICAL AND FINANCIAL EVALUATION BY MONTREAL ENGINEERING COMPANY AND AAA. END SUMMARY.

2. IN FIC BID OPENING APRIL 12 PHILLIPS'S BID OF 160,230,308 AFGHANIS WAS LOW, WILCOX AT 202,321,279 AFGHANIS SECOND, FISHBACH-MOORE BID OF 372,487,280 AFGHANIS THIRD. MARCONI MAILED BID FOR EQUIPMENT, BUT BID ARRIVED LATE AND MARCONI IS ELIMINATED. PLESSY CABLED AAA SAYING IT WOULD NOT BID.

3. PHILLIPS BID ACTUALLY CONSIDERABLY UNDERSTATED (BY APPROXI-MATELY 21 PERCENT) DUE TO USE OF INCORRECT GUILDER/AFGHANI EXCHANGE RATE. THIS NARROWS GAP BETWEEN PHILLIPS AND WILCOX BIDS TO LESS THAN 10 MILLION AFGHANIS. FYI: CURRENT AFGHANI-DOLLAR EXCHANGE RATE OF 55.5 AFGHANIS TO DOLLAR. THUS, PHILLIPS AND WILCOX FIC BIDS ARE APPROXIMATELY $3.6 MILLION. END FYI
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4. ACCORDING TO KABUL REP OF MONTREAL ENGINEERING COMPANY, DIFFERENCE BETWEEN WILCOX AND PHILLIPS BID IS NEGLIGIBLE AND IT IMPOSSIBLE TO PREDICT WINNER. FISHBACK-MOORE IS VIRTUALLY OUT OF RUNNING.

5. TECHNICAL AND EVALUATION OF BIDS IS UNDERWAY IN MONTREAL. M. N. MALYAR, DIRECTOR GENERAL OF AERONAUTICAL OPERATIONS, AAA, WILL ARRIVE MONTREAL APRIL 28 TO ASSIST IN EVALUATION. FINAL AWARD OF CONTRACT TO BE MADE IN MONTREAL, PRESUMABLY BY AAA PRESIDENT GHAZI, END OF MAY.
ELIOT

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**Disposition Case Number:** n/a
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**TAGS:** BEXP, AF
**To:** STATE
**Type:** TE
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